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US & FCS-Baltimore USEAC

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MARYLAND GLOBAL EXPRESS

The Newsletter of the Baltimore US Export Assistance
Center

<http://www.buyusa.gov/baltimore>



September 2006 NEWSLETTER

Edited by Christopher Toleman

MARYLAND DEPENDS ON WORLD MARKETS

Maryland has been experiencing a boom in international trade. In 2005 export shipments of merchandise totaled \$7.1 billion, up 43 percent from the 2001 total of \$5 billion. This was well above the national average growth of 24 percent over this period.

Maryland exported globally to 202 foreign destinations in 2005. The state's largest market in 2005, by far, was Canada, which received exports of \$1.3 billion, or 19%. Canada was followed by Egypt (\$780 million), Japan (\$467 million), Belgium (\$379 million), and the United Kingdom (\$350 million). Other top markets included Mexico, Germany, China, Algeria, and the Netherlands.

Of Maryland's 30 top markets, exports to Egypt grew the fastest. From 2001 to 2005, export shipments to Egypt increased from \$66 million to \$714 million. Other countries to which Maryland recorded large increases in merchandise exports over this period were Canada (up \$471 million), Japan (up \$254 million), Mexico (up \$178 million), and China (up \$159 million). Maryland also more than doubled its exports to Jordan, Poland, Bermuda, Kuwait, Mexico, China, Japan, and Taiwan.

The state's leading export category is transportation equipment, which accounted for 17 percent, or \$1.2 billion, in 2005. Other top export categories were computers and electronic products (\$1.2 billion), chemical manufactures (\$1.2 billion), machinery manufactures (\$624 million) and fabricated metal products (\$473 million).

In dollar terms, Maryland's leading manufactured export growth category is chemical manufactures. Export shipments of these products during the 2001-2005 period grew from \$628 million to \$1.2 billion.

Other manufactured export categories that registered large dollar growth over this period were transportation equipment (up \$440 million), fabricated metal products (up \$232 million), primary metal manufactures (up \$229 million), and leather and related products (up \$161 million).

BUSINESS DEVELOPMENT TRADE MISSION TO INDIA

Spin-off Mission Application deadline: October 2nd
Business Summit Applications deadline: October 27th

An Incredible Business Opportunity

Start your exploration of India's booming market by participating in the Mumbai Business Summit. Continue your business search by joining one of six spin-off business matchmaking missions to Bangalore, Kolkata, Chennai, Hyderabad, Mumbai, or New Delhi.

The Mumbai Business Summit

Date: November 29-30, 2006

Summit participants will have access to India's high-level business, industry, and government representatives and opportunities to gain insights into the country's trade and investment climate during strategic breakout sessions.

Six Exciting Cities, Endless Business Opportunities

Date: December 4-5, 2006

Narrow your focus and get serious about India by continuing on to Bangalore, Kolkata, Chennai, Hyderabad, Mumbai, or New Delhi. The U.S. Commercial Service will arrange market briefings, networking receptions, and one-on-one business appointments with prospective agents, distributors, partners, and end-users for each U.S. company.

For more information or to apply for the Trade Mission to India, visit: <http://www.export.gov/indiamission/>

The Maryland Department of Business and Economic Development's **new office in Bangalore, India** is also ready to support Maryland companies on this trade mission. For more information on the State of Maryland's Bangalore office, contact Derek Mohre at dmohre@choosemaryland.org.

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MARKET OF THE MONTH: GEORGIA



Georgia is a regional center in the South Caucasus situated on the Black Sea and neighboring Turkey to the southwest, Armenia to the south, Azerbaijan to the southeast, and Russia to the north. A beautiful country at the crossroads between Asia and Europe, Georgia represents a key transit hub for energy resources and goods through the region.

In the short period since the Saakashvili government took power, Georgia has made great strides in improving its business and investment climate and increasing budget revenues. Georgia has been recognized by the World Bank as one of the fastest reforming countries in the world.

In recent years, Georgia has managed to achieve macroeconomic stability and steady growth. During 2002–2005, GDP grew an average of 7.3 percent annually, industrial production rose 13 percent, retail trade - 10 percent, and freight transport was up 7 percent. Key growth sectors in Georgia include food processing, construction, tourism, energy, transportation, and telecommunications.

Georgian imports totaled approximately \$2.5 billion in 2005 and were \$1.6 billion in the first half of 2006. The bulk of Georgia's 2005 imports came from Russia (14.2% of total), Turkey (11%), United States (10%), Azerbaijan (8.1%), Ukraine (7.3%), Germany (6.6%), and Italy (4.3%). The main import commodities were fuels, machinery and parts, transport equipment, grain and other foods, and pharmaceuticals.

Best Prospects for U.S. Exporters

- Transportation Infrastructure and Services
- Oil and Gas Exploration and Production
- Telecommunications Equipment
- Electric Power Generation
- Agricultural and Food Processing
- Tourism and Hospitality
- Construction and Real Estate

OPPORTUNITIES FOR ENVIRONMENTAL TECHNOLOGY IN TURKEY

By Ebru Olcay, Commercial Specialist, CS Istanbul
(Note: Ms. Olcay visited the Baltimore USEAC from September 26-28, 2006)

There is a potentially big market for U.S. environmental technology products in the rapidly developing Turkish market. As Turkey has started the accession talks with the European Union (EU), the country has adopted a new environmental law to initiate the harmonization of its environmental regulations with EU standards. Alignment with the EU standards is creating an environmental infrastructure and technologies market that will ultimately entail \$90 billion in additional investment by 2024. \$86 billion of the total amount is planned for capital investment and the rest will be spent on technical support programs. The total investment value may increase to \$115 billion when the investments required by the 'chemicals directive' are added to the total picture.

The largest portion of this chain of investment, \$45 billion, will be for wastewater and drinking water facilities. This will be followed by investment in solid waste management and prevention of air pollution. As far as the timeline for the investments is concerned, it is estimated that \$38 billion would be spent by 2014 and the rest would be spent by 2024.

Best Prospects in the Turkish Environmental Market

- Design/construction/management of industrial hazardous waste and medical waste treatment plants
- Waste-to-energy projects
- Design/construction/management of new landfills in areas where there is not structured landfilling
- Solid waste handling equipment for use in collection of waste
- Design/construction/management of composting and recycling Facilities
- Development of municipal water/wastewater treatment plants and associated equipment
- Air pollution control and monitoring technologies

For more information on the environmental market in Turkey, and to consult with Ms. Olcay, contact Jolanta Coffey of the Baltimore USEAC at 410-962-4539.

To view the complete market of the month report please visit:
http://www.export.gov/articles/Georgia_MoM2.asp

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TWO COMPANIES RECEIVE AWARDS AT OPEN HOUSE

During the Baltimore Export Assistance Center's second annual Open House on September 8, two Maryland firms were presented with awards recognizing their export achievements. Commerce Deputy Assistant Secretary Colleen Litkenhaus and Congressman Ben Cardin presented the export achievement awards to Active Data and Ellicott Dredges.

- Active Data Corporation, Baltimore, MD is a software development consulting firm specializing in building business-critical information systems. They are experts in building web and client-server applications that use the full power of Oracle and SQLServer. AppConverters is the premier provider of conversion services for legacy Gupta applications. The product enables companies to migrate their applications to the Web, new programming languages, database systems, operating systems and reporting tools.
- Ellicott Dredges, a division of Baltimore Dredges, LLC, Baltimore, MD, is one of the world's leading designers and manufacturers of dredges used in port and channel navigation maintenance, canal maintenance (like Suez and Panama), sand mining, environmental remediation, marina development & maintenance, and many other applications

The Baltimore USEAC was also honored by the presence of Ambassador George Obiozor of Nigeria, who attended the ceremony to congratulate Ellicott Dredges on its accomplishments in his country. Other attendees included approximately fifty executives who attended the awards ceremony and the Baltimore USEAC's second annual open house.

BUSINESS SERVICE PROVIDER SPOTLIGHT

Locate professional business service providers who can help with everything from translating documents to providing the legal support needed to succeed in the international marketplace.

This month, in the spotlight is the "Patent and Trademark Law Services" category. Visit the entire Business Service Provider at: <http://www.buyusa.gov/baltimore/bspdirectory.html>

"Patent and Trademark Law Service"



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Rouse & Co. International is an intellectual property consultancy, with offices world-wide. We provide a full range of IP services, from the implementation of global investigation and enforcement strategies, to the provision of commercial IP

services, including IP filing and management services. We also provide IP related services including IP research and data protection.

Rouse & Co assists clients in the identification, development, protection, management, exploitation and enforcement of their intellectual property rights. Our business is made up of a wide range of professionals including lawyers, patent and trade mark attorneys, information services, linguists, IT professionals and researchers. We are well known for our professional, but friendly, practical and results-oriented, approach.

Contact: Andy Dubosky, US Representative
3907 Eastern Ave.
Baltimore, MD 21224
Phone: 410-558-0810
Fax: 410-563-3875
Email: adubosky@iprights.com

To find out more about Rouse & Co, please visit the Maryland Business Service Provider Directory at:
http://www.buyusa.gov/baltimore/bspdirectory.html?bsp_cat=80121604

Featured Events

HEALTHCARE BUSINESS TRENDS WITH CHINA



Judy Zakreski from **Chindex** will provide the company's perspectives on the opportunities and challenges of China's healthcare market. **Jiwen Chen** from **Jacobson Holman PLLC** will introduce and explore practical business and legal strategies for protecting intellectual property rights related to pharmaceuticals and medical devices in China.

Date: Tuesday, October 17, 2006, 5:30-8:00 pm

Place: Baltimore City Community College, Baltimore

For more information, see:
<http://www.mcabc.net/Meetings/2006/HealthcareBusinessTrends.htm>

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INVITATION TO MEET AND NETWORK WITH AUSTRALIA DEFENSE & AEROSPACE COMPANIES



**October 9, 2006
5:30pm to 7:30pm**

**Embassy of Australia
1601 Massachusetts Avenue, NW
Washington, DC 20036**

Business Seminar & Cocktail Reception

Australia Department of Defense, Invest Australia and US Commercial Service invite you to the Embassy of Australia to hear from and meet with defense and aerospace companies visiting the AUSA Conference. Afterwards network and socialize with Team Australia while enjoying Australian beer, wine and food. **Guest Speakers include:**

- **Rear Admiral Raydon Gates**
*Royal Australian Navy
Head of Australian Defense Staff in Washington DC*
- **Mr. Mark Reynolds**
Counselor Defense Material
- **Lincoln Parker**
Director, Invest Australia
- **Spokesperson for team Australia**

**TO REGISTER, PLEASE RSVP BEFORE OCTOBER 2 BY
CONTACTING MR. LINCOLN PARKER AT
LINCOLN.PARKER@INVESTAUSTRALIA.GOV.AU**

Developing Your Organization's Vision: **WHERE TO GO IN THE GLOBAL DIGITAL ECONOMY AND HOW TO GET THERE** Digital Economy Forum 2006

Join the Robert H. Smith School of Business and the Localization Industry Standards Association in Washington, DC metropolitan area on October 5-6 for the Digital Economy Forum 2006. The Forum brings together, for the first time, strategy and localization industry experts and thought leaders from academia, business, and government to explore the intertwined logics of international business – globalization and localization.

By attending the Digital Economy Forum 2006, you will learn how to:

- balance globalization and localization to achieve superior results in your global markets
- balance the localization of design, marketing, sales, and service with the globalization of engineering, styling, and manufacturing use arbitrage strategies to develop competitive advantage in every market where you do business
- serve customers within the United States with limited English language proficiency
- get the buy-in and support of top management and other key stakeholders for localization initiatives
- manage your global content so that your company and products can be found on the web
- learn from your global ecosystem to further innovation
- achieve global success for small and medium-size enterprises using localization strategies and technologies

The Forum offers the opportunity to learn from and interact with fellow attendees and leading experts from LISA, the University of Maryland, the Wharton School, Verisign, IBM, the World Bank, DC Office of the Human Rights, Hooksell, Bridge360, and Dig-IT! Whether you are a major multinational corporation, a small/medium enterprise, or a not-for-profit or government organization, the Digital Economy Forum 2006 can help you chart your roadmap to success in the global digital economy!

For further information, and to register, please visit:
<http://www.lisa.org/events/2006maryland/>

Trade Events, Workshops, and Seminars

For information on these and other events not listed, or if you would like your event listed, contact the Baltimore USEAC at 410-962-4539.

Domestic

U.S. Free Trade Agreements and Environmental Trade Opportunities

September 29, 2006

9:00am to 2:30pm

Howard County EDA

Columbia, MD

Cost: \$25

Registration: Jo lanta Coffey

Learn about business opportunities in FTA partner countries, how FTAs boost environmental technology export opportunities, U.S. Government support, and financing.

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2006 National District Export Council (NDEC) Conference

New Orleans, LA
October 30 – November 1, 2006
Contact: Kimberly Robinson

The theme of the event will be “Adversity and the Benefits of International Trade”

NORTH AMERICA

U.S. Maritime and Industrial Security Seminar and Exhibition

Montreal and Halifax, Canada
November 6-8, 2006
Contact: Alex Amdur

U.S. companies specializing in border, port and commercial security that are interested in developing sales in Canada's rapidly changing security market should participate in the U.S. Maritime and Industrial Security Exhibition.

EUROPE

Security

Essen, Germany
October 10-13, 2006
Contact: Alex Amdur

Security is considered the largest and most comprehensive international trade fair in the world on security products, equipment and services. There will be a US pavilion for American companies.

U.S. Pavilion at Franchising and Trade

Milan, Italy
October 20-23, 2006
Contact: Kimberly Robinson

This is an annual event for the franchising sector in Italy. There will be a US pavilion for American companies

Airport Infrastructure Conference

Dubrovnik, Croatia; *Oct. 24-26, 2006*
Contact: Alex Amdur

Participating U.S. companies will learn about airport projects in Eastern Europe from project sponsors at the AAEE U.S./Central Europe/Eurasia Airport Issues Conference and will meet with these sponsors one-on-one. Commercial Service Officers active in Eastern Europe will be assisting US companies with this event.

WORLDDIDAC 2006

Basel, Switzerland

October 25-27, 2006
Contact: Kimberly Robinson

Worlddidac is an effective platform for companies providing educational equipment, materials, or services to develop international business worldwide. US Commercial Service in Switzerland will be assisting US companies.

World Travel Market 2006 Product Literature Center

London, United Kingdom
November 6-9, 2006
Contact: Jolanta Coffey

World Travel Market (WTM) is one of the world's leading travel trade events. US companies will be able to exhibit their product literature at the US Commercial Service's Product Literature Center.

Cartes 2006

Paris, France
November 7-11, 2006
Contact: Kimberly Robinson

The show's objectives are to bring the entire IT industry together under one roof and to help every company to win new export markets and launch new products. US Commercial Service in Paris will assist US companies.

Aerospace Trade Mission to Netherlands and Belgium

Amsterdam, Netherlands
November 13-16, 2006
Contact: Alex Amdur

The U.S. Commercial Service along with the Office of Defense Cooperation will be hosting this upcoming Aerospace Trade Mission to the Netherlands and Belgium.

MEDICA 2006

Dusseldorf, Germany
November 15-18, 2006
Contact: Jeanne Townsend

MEDICA 2006 is the largest and most prestigious medical technology show in the world, with over 4,000 exhibitors, and over 134,000 international visitors. US Commercial Service is organizing individual Business Facilitation Services for interested U.S. firms.

Airport, Port and Transport Security Show 2006

London, United Kingdom
December 5-6, 2006
Contact: Alex Amdur

This trade show is co-located with three other shows: Event & Venue Security (EVS), Counter Terror World, and Infra-Security. It will be aimed at companies who supply products

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for homeland security type markets. The U.S. Product Literature Center (PLC) at APTS will assist American firms.

ASIA

Security Front 2006 at RISCON Tokyo

Tokyo, Japan

October 24-26, 2006

Contact: Alex Amdur

The RISCON is a large security trade show in Japan organized annually by Big Sight Inc. U.S. companies who are interested in exploring the show and exporting to the Japanese market are encouraged to participate in the program. US Commercial Service will be promoting US companies and products.

Taipei Int'l Hardware Show & DIY Show

Taipei, Taiwan

October 25-27, 2006

Contact: Alex Amdur

The American Institute in Taiwan's Commercial Section plans to promote American suppliers in this potentially lucrative hardware and DIY market by organizing a mini American Pavilion.

Enviro-Shiga 2006

Nagahama, Shiga, Japan

October 25-27, 2006

Contact: Jolanta Coffey

CS Osaka-Kobe will organize a USA Pavilion at the 9th International Environmental Business Exhibition, which will be hosted by the Shiga prefecture Government.

CS Healthcare Technologies Trade Mission

October 30 - November 3, 2006

China and Hong Kong

Contact: Jeanne Townsend

The trade mission will target a broad range of healthcare sectors, including medical equipment and devices; diagnostics; the IT-healthcare sub-sector, e.g., electronic patient records, automated patient scheduling, telemedicine; and healthcare services.

EP China 2006/Electrical China 2006

Beijing, China

October 31 - November 3, 2006

Contact: Alex Amdur

The Commercial Section of the U.S. Embassy in Beijing is pleased to invite you to participate in the U.S. Pavilion at the 6th International Exhibition on Electric Power Equipment and Technology.

China/Supply Expo China 2006- In Conjunction with China International Nutrition Health Industry Expo Shanghai 2006

November 9-12, 2006

Shanghai, China

Contact: Jeanne Townsend

Featuring every category in the natural, health and organic industry, Natural Products Expo China delivers thousands of new products from the best companies to a growing international audience.

IDEAS 2006

Karachi, Pakistan

November 21-24, 2006

Contact: Alex Amdur

The 4th International Defense Exhibition and Seminar will be held in Karachi, Pakistan this year. The theme for this year's event is Arms For Peace and will include demonstrations of vehicles, equipment, and firepower etc.

Business Development Mission to India

November 29 - December 5, 2006

Find out more and register at:

<http://www.export.gov/indiamission/>

U.S. companies have the chance to increase sales in this booming market by joining the U.S. Department of Commerce's International Trade Administration Business Development Mission to India.

MIDDLE EAST

International Franchise Fair

Tel Aviv, Israel

October 24-25, 2006

Contact: Kimberly Robinson

Israel's upcoming International Franchise Fair (IIFF), promises to bring a wide array of franchisors face-to-face with potential investors. The U.S. Commercial Service staff will be on-hand to support U.S. franchisors and will offer participation in their catalog exhibition booth.

MEPOL 2005

Sharjah, United Arab Emirates

November 6-8 2006

Contact: Alex Amdur

This event will cover safety and security equipment. Companies who exhibit within the official U.S. pavilion of the Department of Commerce will be offered a full furnished 12 sq meter booth at a discounted price.

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SOUTH AMERICA

LAAD 2007

Rio de Janeiro, Brazil

April 17-20, 2007

Contact: Alex Amdur

This year marks the 10th anniversary for the Latin American Aero and Defense Expo. This year's expo will focus on defense, homeland security, commercial aviation and helicopter aviation.

US COMMERCIAL SERVICE WEBINAR SCHEDULE

Date	Time	Topic	Cost	Register/Contact
10/3/2006	11:00 AM	The European Commission Directive on Waste Electronic and Electrical Equipment	\$35	http://www.buyusa.gov/newengland/weeewebinar.htm
10/12/2006	2:00 pm	Protecting Intellectual Property Rights at Trade Fairs in China	Free	To register, email ChinaIPR@mail.doc.gov
10/18/2006	2:00 PM	Find Business Partners in Canada For U.S. water treatment companies	\$ 500 per company	http://www.buyusa.gov/canada/en/waterworkswebinar.html

Archived webinars:

- Doing business in India: <http://www.export.gov/indiamission/indiawebinarschedule.asp>
- China IPR Webinar Series: http://www.stopfakes.gov/events/china_webinar_series.asp

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